

JOHNSON CONTROLS

ESPC Qualifications

National Recognition: As a strong DOE supporter, Johnson Controls participates in TeleFEMP and the “You Have The Power” campaign. Our customers, including the VA Medical Center in San Francisco and Denver Federal Center, are recognized with Federal Energy Management and GSA Environment awards. The Hanford nuclear site owns the Golden Hammer award as a result of our ESPC project. Johnson Controls was honored as the EPA ENERGY STAR 2001 Partner of the Year and 1999 Ally of the Year in recognition of our commitment to energy efficiency and environmental protection, as well as our long-term dedication to the government market. Through our products and services, our facility customers will save \$18 billion in energy costs through 2010 and reduce air pollution by 352 million tons. This is equivalent to planting 29 million acres of trees or removing the emissions of 4 million gas combustion motor vehicles. As an added benefit, our energy efficiency initiatives will create some 9,000 jobs nationally. *Financial Strength:* Johnson Controls is ranked 109 on the Fortune 500, with over \$17 billion in net sales. Our sales have more than doubled in the past five years, and we maintain an investment grade credit rating from the major rating agencies allowing us to gain favorable bonding and interest rates on our projects. This financial strength allows us to absorb a portfolio of facilities without significant start-up costs or impact to our overall operations. For four consecutive years, *Industry Week* magazine has honored Johnson Controls as one of the “Best Managed Companies.”

Management Approach

Local Project Teams: The Johnson Controls ESPC Program Office maximizes effectiveness by coordinating local project management with DOE Super ESPC facilitators and contracting officials. We have more than 120 offices throughout the United States staffed with project managers, mechanical and electrical engineers and site construction supervisors. From design through construction and O&M, our project development teams assure consistency and quality. Rigorous safety management and quality guidelines ensure that our projects are completed on time, on budget and within our high quality standards.

Introduction

Johnson Controls is a worldwide leader in helping government, commercial, health care and institutional building owners manage their energy supply, improve the efficiency and comfort of their buildings and modernize critical building systems, allowing the federal agencies to focus on core mission objectives. We are one of the highest rated technical ESPC contractors on DOE’s Super ESPC contracts. Our qualifications and experience with the federal government, proven project development and management approach, cost-effective and innovative technical solutions and local capabilities will make Johnson Controls your first choice for your ESPC project.

Qualifications and Experience

ESPC Experience: Johnson Controls has an extensive proven record of performance in both public and private sector ESPC projects. Our customers have saved over \$1 billion in energy costs with the more than 1,500 performance contracting projects we have developed. We have an outstanding performance record in meeting our guarantees, with payouts equaling less than 1% of our total outstanding guarantees. In Federal ESPCs, we currently are under contract for more than \$300 million at 20 sites. No other contractor has more ESPC projects sites under the DOE Super ESPC contract. A reference list is attached. *Building Experience:* Johnson Controls has experience in working in all building types—from the demanding environment of a nuclear facility, such as the Hanford complex in Richland, WA, or the Naval Submarine Base Bangor, WA, to the health care industry, where Johnson Controls provides products and services to 40% of all commercial institutions and 47% of all VA Medical Centers. Our experience in the laboratory and research field is unmatched with federal ESPC examples such as NASA Ames Research Center and the EPA Laboratory in Ada, OK. Johnson Controls has additional experience in office building applications such as the GSA’s Denver Federal Center. *Federal Experience:* Johnson Controls is one of the nation’s largest federal contractors with more than 800 contracts at sites nationwide. We understand the federal government, and we know it takes strong relationships combined with a firm knowledge of the regulations for successful contracts. We also are active in shaping legislative policy initiatives so that our customers gain the maximum benefit.

Engineering Capabilities: To deliver the best results, Johnson Controls uses our own engineering resources to develop the energy engineering solutions. We have over 120 Project Development Engineers dedicated to ESPC projects from their local offices. Many of these individuals have their PE license, ensuring the highest standard of performance. Our engineers use the latest tools and supplement our in-house capabilities with outside engineering firms for final design

drawings on our larger projects. *Service Capabilities:* Johnson Controls is one of the nation's largest service companies and the second largest O&M contractor to the federal government. Our expertise in O&M performance can be applied to your project so you can leverage our knowledge to maximize the impact to your facility. In addition, Johnson Controls trains over 8,000 building service professionals annually at our 11 learning institutes. These training services for all types of building mechanical and technology systems are listed in the FEMP Training Locator and are available to your staff so they can stay current. *Verification Meetings:* We believe the key to a project's success is partnering from day one. As a part of our standard development process, we conduct verification meetings with your entire team to ensure clear expectations and consensus on specific issues related to the project. Our goal with these working sessions is to ensure you and your team are in agreement with the project details before a final proposal is set. This ensures that we can proceed to the construction phase quickly, thereby maximizing your savings.

Technologies

Keeping up-to-date with innovative technologies can mean extra savings for customers. Our experience includes geothermal installations, wind and solar applications, cogeneration plants, central heating and cooling plants, and all other technology categories listed in the DOE

contract. As you review our referenced projects, one thing will stand out: Johnson Controls is a true innovator. All of our ESPC projects include HVAC upgrades and most include a central plant retrofit. Johnson Controls develops our projects with a brand- and utility-neutral approach. Our independent solutions ensure your long-term needs are fully accounted for. The Johnson Controls' innovative approach will help you maximize the available savings within your facility. We work with your facility's staff, to determine the best technology bundle to help achieve long-term goals with the best payback.

Conclusion

In this era of uncertain energy budgets and Executive Orders calling for energy savings, agencies need a comprehensive approach to saving energy, money and time. Years of nationwide experience with the federal government, along with a proven ESPC approach, cost-effective and innovative technical solutions, local capabilities and a sound record of success make Johnson Controls the best choice.

Reference Contact	Phone #	Conservation Technologies
Scott Conner, <i>Denver Federal Center, CO</i>	303-236-7174	Renewable Energy, Irrigation System Controls, HVAC, Lighting, Chiller
Steve Frankel, <i>NASA Ames, CA</i>	650-604-4214	Wind, Photovoltaic, Lighting, Controls, Mechanical
Col. Dan Jackson, <i>Fort Sam Houston, TX</i>	210-221-3009	Mechanical, Water Source Heat Pumps, Lighting, Water, Well Pumping, Load Scheduling
Dennis Jones, <i>National Animal Disease Center, IA</i>	515-239-8217	Cogeneration, Propane, Mechanical, Lighting, Sewage Systems, Power Factor Correction
Brian McClung, <i>VAMC Salt Lake City</i>	801-584-1210	Substation, Medical Waste, Controls, Solar Hot Water
Dirk Minnema, <i>VAMC San Francisco</i>	415-750-2009	Boiler Decentralization, Mechanical Retrofit, Controls
D.J. Ortiz, <i>DOE Hanford, Richland, WA</i>	509-376-0950	Decentralized Boilers, Water Heating, Steam Distribution, HVAC
Don Thompson, <i>Sub Base Bangor, WA</i>	360-396-5009	Chiller, Controls, Lighting, Hot Water, HVAC, Boilers

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